

**IN THE UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF MARYLAND
GREENBELT DIVISION**

COSTAR REALTY INFORMATION and
COSTAR GROUP, INC.,

Plaintiffs,

v.

MARK FIELD D/B/A ALLIANCE
VALUATION GROUP, *et al.*

Defendants.

Civil Action No. 8:08-CV-663-AW

**DECLARATION OF STEVEN J.
WILLIAMS**

DECLARATION OF STEVEN J. WILLIAMS

I, Steven J. Williams, declare as follows:

1. My name is Steven J. Williams. I am employed by CoStar Group, Inc. ("CoStar") as the Assistant Director of the Fraud, Theft & Litigation Team. The statements in this declaration are based upon personal knowledge and I would testify to such statements under oath if called upon as a witness.

2. I have been employed by CoStar for nearly 10 years, having first been hired in January of 2000. During my time at CoStar, I have worked as a researcher and in CoStar's customer support department. As a result, I am extremely familiar with CoStar's products, research practices, internal recordkeeping and business practices. Since September of 2003, I have worked in CoStar's legal department in various capacities related to the investigation of unauthorized use of CoStar's services. As a result of my experience, I have become very familiar with CoStar's policies, practices, and procedures for both licensing its online products,

providing service to its clients, investigating theft of its products, as well as the technological tools it uses to do those things.

3. CoStar is the leading provider of commercial real estate information in the United States and the United Kingdom, with approximately 900 researchers collecting and maintaining data on over 3,000,000 properties and over 1,000,000 active commercial listings.

4. Of CoStar's 900 researchers, approximately 100 are "field researchers" who are located on the ground in local commercial real estate markets canvassing for new commercial real estate availabilities, construction, and the like. These field researchers are employees of CoStar managed remotely by a field research team in our headquarters in Bethesda, Maryland. As a part of their responsibilities, CoStar's field researchers take photographs of the commercial real estate buildings they canvass for inclusion with CoStar's database of commercial real estate information. CoStar's field researchers are trained in photography and have taken millions of professional-quality photographs of commercial real estate and buildings.

5. As a part of my responsibilities in CoStar's legal department, I am responsible for registering the copyrights in the photographs taken by CoStar's researchers. CoStar makes it a part of its regular business practice to register its copyrights in the photographs taken by its researchers on a quarterly basis to ensure that those photographs have been registered within 90 days of their first publication in our database. CoStar registers its photographs collectively on a photographer by photographer basis pursuant to the Copyright Office's regulations allowing for group registrations of photographs. Pursuant to this process, CoStar has submitted applications for the registration of more than 2.5 million photographs.

6. Included in CoStar's registrations are registrations VA 1-386-381 and VA 1-375-676. These registrations are for the photographs taken by Christiaan Cruz during the first three

months of 2006 (VA 1-386-381) and during the period April 14, 2005 through December 31, 2005 (VA 1-375-676). Exhibits 1 and 2 to CoStar's Opposition to Pathfinder's Motion for Summary Judgment include not only copies of those registrations, but the supporting applications and materials submitted to the Copyright Office.

7. CoStar makes its commercial real estate information and photographs available to those in the commercial real estate industry as a set of databases that are available on CoStar's website, www.costar.com. CoStar sells its products all across the United States in over 100 markets, large and small. CoStar's computers located in Maryland serve customers in all of these markets.

8. In order to gain access to those database products, CoStar's customers enter into a license agreement with CoStar (typically on an office-wide basis) and pay a license fee, which is usually computed on the basis of the number of commercial real estate professionals in the customer's office. CoStar's license agreement allows its customers to, among other things, access the information in the databases to which they have subscribed and make limited use of the photographs and information contained in those databases.

9. CoStar's licensees use a user name and password to access CoStar's products, accessing those products from the home page of the CoStar website. The first time a user logs in to their CoStar account, they are presented with the entire text of CoStar's Terms of Use and are required to click a button saying "I Accept" before using CoStar's services. Users are presented with CoStar's Terms of Use each month they use the service, and cannot proceed unless they click the "I Accept" button.

10. In the same portion of the CoStar website where users input their user name and password, a line of text reads "Use/Login Subject to Terms." The word "Terms" is underlined

because it contains a hyperlink to a webpage containing CoStar's Terms of Use. I have attached a printout of CoStar's home page with the login area circled and a copy of CoStar's Terms of Use as Exhibit A to this declaration.

11. As a part of CoStar's normal business practices and in the ordinary course of its operations, it maintains records of contemporaneous communications it has had with its customer and prospective customers. Those records are maintained in a proprietary internal contact management system created by CoStar. Unfortunately, the records in this system are only easily viewable on CoStar's system, but I am able to make copies of those records and paste them into more easily readable and exchangeable documents such as text files, Microsoft Excel files, and Microsoft Word files.

12. One of CoStar's records indicate that two of CoStar's sales representatives conducted a demonstration of CoStar's products for Brad Christensen and others at Pathfinder Mortgage Corporation ("Pathfinder") as early as January 9, 2006, after Pathfinder expressed interest in CoStar's products. CoStar then followed up by providing Mr. Christensen a proposal for Pathfinder to license CoStar's products. Another record created on January 13, 2006, states that during a follow up call, Mr. Christensen indicated that Pathfinder was "price sensitive." Pathfinder did not take a license after these conversations. I have attached a true and accurate copy of the items in CoStar's records concerning these communications as Exhibit B to this declaration.

13. CoStar's business records indicate a number of attempts by CoStar to sell CoStar products to Pathfinder over the course of the next few years. I have attached a true and accurate copy of the items in CoStar's records concerning these communications as Exhibit C to this declaration.

14. CoStar's records also show that a user account was created for Brad Christensen in October 2002 under a license agreement between CoStar and Alliance Valuation Group ("Alliance"), and that Christensen was specifically included as a user on a list of users submitted by Alliance in December 2004. I have attached a true and accurate copy of the items in CoStar's records showing that a user account was set up for Brad Christensen in October 2002 and a true and accurate copy of the user list submitted by Alliance in December 2004 containing Christensen's name as Exhibit D to this declaration. Nowhere in the user list is anyone identified as an employee of Pathfinder, nor would CoStar permit two companies to share a single license agreement.

15. On December 12, 2005, a CoStar sales representative had a communication with Mark Field of Alliance in which Field indicated that Christensen was "no longer with Alliance Valuation." As such, CoStar terminated Christensen's user account as of that date. A true and accurate copy of the record of that communication is attached hereto as Exhibit E

16. CoStar keeps internal records of each log-in session made to its products. These records are kept in CoStar's ordinary course of business and reflect the data gathered from CoStar's website as well as the information available from a user's computer and the Internet related to a particular log-on session.

17. CoStar's internal records show that, beginning in February 2004, the Alliance account assigned to Christensen began to be accessed from two particular IP addresses: 64.60.14.210 and 64.60.231.251. His account was accessed from those IP addresses up through December 2005. I am attaching a true and correct copy of an Excel spreadsheet prepared from CoStar's records showing the log-ins under the Brad Christensen user name as Exhibit F to this declaration.

18. During the period February 2004 through December 18, 2005, only the Christensen account was accessed from the 64.60.14.210 and 64.60.231.251. No other Alliance account was accessed using those IP addresses during that period.

19. CoStar's internal records show that, beginning on December 19, 2005, *just one week after CoStar terminated Brad Christensen's access through his own account assigned through Alliance*, one or more persons using a user name and password assigned to Mark Field of Alliance logged on to CoStar's website on 58 occasions from two IP addresses previously associated with Christensen's account: 64.60.231.251 and 64.60.14.210. Prior to that date, no logins from the 64.60.231.251 or 64.60.14.210 IP addresses had occurred through the account assigned to Mark Field.

20. My colleague Curtis Ricketts has submitted a declaration establishing that those IP addresses were assigned to Pathfinder. I am attaching a true and correct copy of an Excel spreadsheet prepared from CoStar's records showing the log-ins under the Mark Field user name as Exhibit G to this declaration. The logins from Pathfinder's IP addresses are highlighted in yellow on this Exhibit.

21. CoStar's records also show that one or more persons using a user name and password assigned to Barbara Quannie of Alliance logged on to CoStar's website on two occasions from an IP address associated with Pathfinder (64.60.231.251). I am attaching a true and correct copy of an Excel spreadsheet prepared from CoStar's records showing the log-ins under the Barbara Quannie user name as Exhibit H to this declaration. The log-ins from Pathfinder's IP address are highlighted in yellow on this Exhibit.

22. As shown in Exhibit G, on July 10, 2006, at 3:24 p.m., someone using Mark Field's user name and password from Pathfinder's IP address attempted to access CoStar's

products *at the same time* that someone was using the Mark Field account from a different IP address. CoStar's computers note this attempted double log-in as a "violation." A similar violation occurred on March 7, 2007, where a person using a computer at Pathfinder's IP address was accessing the Mark Field account at the same time a person was accessing the same account from a different IP address, 70.169.228.131. At the time, 70.169.228.131 appeared to be the principle IP address Field used to access his CoStar account. Both of these instances show that two different people were attempting to log into the Field account at the same time from different computers on different computer networks.

23. As shown in Exhibit H, on May 8, 2006, a person logged into the Alliance account associated with Barbara Quannie from the principle IP address used by that account at 11:52 a.m. Just a minute later, a person logged into the Barbara Quannie account from one of Pathfinder's IP addresses. Again, this instance shows two different people logging into the Quannie account nearly at the same time from different computers on different computer networks.

24. I note that on Exhibit G, a number of additional log-ins to the Field account from the 64.60.14.210 and 64.60.231.251 IP addresses occurred within 45 minutes of log-ins from the IP addresses more typically associated with Field's account. According to the contract between CoStar and Alliance, Alliance's office was located at 2858 Via Bellota in San Clemente, California.

25. In early 2008, I had a phone conversation with Brad Christensen of Pathfinder. During that phone call, he denied that Pathfinder itself was using CoStar's database products and instead that any unlicensed usage could only have come from Pathfinder's Los Angeles offices. According to an Internet archive of Pathfinder's website created on January 5, 2008, attached

hereto as Exhibit I, Pathfinder's Los Angeles offices were located at 725 South Figueroa St., Suite 1535, Los Angeles, CA 90017.

26. Attached hereto as Exhibit J is a copy of a Google web page describing the driving directions and driving time between Pathfinder's Los Angeles office and Alliance's San Clemente office.

27. CoStar's computers maintain copies of the search reports saved by CoStar users on the CoStar website. These reports are available to me in my capacity as an investigator of unlicensed use of CoStar's database products. I am able to search CoStar's system for all reports saved by a user during a session associated with a particular IP address.

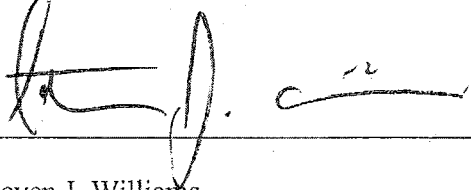
28. Attached hereto as Exhibit K are copies of reports saved by a person using the account assigned to Mark Field from the Pathfinder IP address 64.60.231.251 in January 2008. Including in these reports are photographs and property information associated with (1) 601-697 N. Euclid Street, Anaheim, CA 92801; (2) 8871-8947 Garden Grove Boulevard, Garden Grove, CA; and (3) 6847-6931 Katella Ave., Cypress, CA 90630.

29. Attached collectively as Exhibit L to this declaration are true and accurate copies of the CoStar photographs for the following properties: (1) 601-697 N. Euclid Street, Anaheim, CA 92801; (2) 8871-8947 Garden Grove Boulevard, Garden Grove, CA; (3) 6847-6931 Katella Ave., Cypress, CA 90630.

30. Had Pathfinder legitimately licensed the same product to which it had access during the period December 2005 through March 2008, Pathfinder would have had to pay CoStar license fees of \$12,170 per month, for total license fees of \$316,420. However, Pathfinder never entered into a license agreement with CoStar nor did CoStar ever specifically authorize Pathfinder to use CoStar's database products.

I declare under penalty of perjury that the foregoing is true and correct.

Executed this 20th day of October at Bethesda, Maryland.



A handwritten signature in black ink, appearing to read "S. J. Williams", is written over a horizontal line. The signature is stylized with a large initial "S" and a long horizontal stroke.

Steven J. Williams

Exhibit A



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min rent to max rent

Sale Price (\$)

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Building Size (SF)

min size to max size

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Updated: March 16, 2009

Exhibit B

CF CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Refresh Broker Listings History

Home Companies

List
 Contacts
 Pipeline
 Activities
 Linelists
 All Locations
 AKA
 Research Info
 Billing Info
 CPD
 Users
 Logon/History
 Sales Info
 Usage/Trend
 Map
 System Info

Company: 284861
 Location ID: 284861
 Name: Pathfinder Mortgage Corp.
 Address: 23172 Plaza Pointe Dr, Suite 295
 Laguna Hills, CA 92653-1487
 Location Type: Main HQ
 Corporate: ☐
 Headquarters: ☐
 Location: ☐
 Company: ☐
 Reports To: ☐
 Is Hierarchy Locked: ☐
 Level: ☐

Year Founded:
 Ticker Symbol:
 Web Site: <http://www.pathfindercorp.net/>
 Total Employees: 11
 Emps at Location: 5
 Owner Type:
 Country of Origin:
 Business Type: Mortgage Brokers/Finance
 Business Subtype:
 Phone: (949) 455-0765
 Fax: (949) 455-0943
 Business Status: Active

CoStar Market: ORANGE (CALIFORNIA)
 Account Executive:
 Advertising AE:
 Researcher:
 Contract Specialist:
 Collection Analyst:
 Internal Notes: x14
 Is CRE: ☒
 Portfolio: ☐
 Exclude From Power Broker: ☐

Activity: 8658939
 Activity ID: 8658939
 Contact: Brad Christensen
 Company: Pathfinder Mortgage Corp.
 23172 Plaza Pointe Dr, Suite 295
 Laguna Hills, CA 92653-1487
 Activity Notes: called back, has seen us at mba & thru appraisers, used some on demand - willing to see demo come mtd-dec.

Product:
 Method: Quality Call
 Activity Status: Completed
 Date: Tue 11/22/2005
 Priority: Normal

Problem Type:
 Keyword:
 Customer Note: CoStar Contact James Watson
 Department: Sales

Filter List Jump

Ready Company 4 of 8, Activity 34 of 62

Production Database

CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Broker Listings History

< Prev Next > New Edit Save Cancel Delete Mailer Assign Export Revenue Group Audit

Company

Location ID: 28861
 Name: Pathfinder Mortgage Corp.
 Address: 23172 Plaza Pointe Dr, Suite 285
 Laguna Hills, CA 92653-1487
 Location Type: Main HQ
 Corporate Headquarters
 Location: Corporate
 Company Reports To: CPD
 Is Hierarchy Locked: Yes
 Level: 1

Year Founded: 11
 Ticker Symbol: http://www.pathfindercorp.net/
 Web Site: 11
 Total Employees: 5
 Emps at Location: 5
 Owner Type: Mortgage Brokers/Finance
 Country of Origin: Business Type: Mortgage Brokers/Finance
 Business Subtype: Business Type: Mortgage Brokers/Finance
 Phone: (949) 455-0766
 Fax: (949) 455-0943
 Business Status: Active

CoStar Market: ORANGE (CALIFORNIA)
 Account Executive: Advertising AE
 Researcher: Contract Specialist
 Collection Analyst: Internal Notes x14
 Is CRE: ☒
 Portfolio: ☐
 Exclude from Power Broker: ☐

Activity

Activity ID: 3872593
 Contact: Brad Christensen
 Company: Pathfinder Mortgage Corp.
 Address: 23172 Plaza Pointe Dr, Suite 285
 Laguna Hills, CA 92653-1487
 Activity Notes: Went well... need to fu with open pricing.

Product: Demo
 Method: Demo
 Activity Status Completed
 Start Date: Mon 1/9/2006 7:30 PM
 End Date: Mon 1/9/2006 8:00 PM
 All Day Event: ☐

Meeting Location: Customer Note
 CoStar Contact Tobias H Morrison
 Department: Sales

Filter Filter (CTRL-A) Jump

Ready Company 4 of 8 Activity 30 of 62

Production Database

Home Companies
 List
 Contacts
 Activities
 Pipeline
 LineItems
 All Locations
 AKA
 Research Info
 Billing Info
 CPD
 Users
 LoginHistory
 Sales Info
 Usage Trend
 Map
 System Info
 Contracts
 Pipeline
 Activities
 Contracts
 LineItems
 Users
 Prospects
 Groups
 Properties
 Centers
 Tenants
 Comps

GoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Refresh Broker Listings History

Company < Prev Next > New Edit Save Cancel Delete Mailer Assign Export Revenue Group Audit

Location ID: 284851
 Name: Pathfinder Mortgage Corp.
 Address: 23172 Plaza Pointe Dr, Suite 285
 Laguna Hills, CA 92653-1467

Year Founded: 11
 Ticker Symbol:
 Web Site: http://www.pathfindercorp.net/
 Total Employees: 5
 Emps at Location: 5
 Owner Type:
 Country of Origin:
 Business Type: Mortgage Brokers/Finance
 Business Subtype:
 Phone: (949) 455-0766
 Fax: (949) 455-0943
 Business Status: Active

Location Type: Main HQ
 Corporate Headquarters
 Location Company Reports To:
 Is Hierarchy Locked:
 Level:
 CoStar Market: ORANGE (CALIFORNIA)
 Account Executive:
 Advertising AE:
 Researcher:
 Contract Specialist:
 Collection Analyst:
 Internal Notes: x14
 Is CRE: ☒
 Portfolio:
 Exclude from Power Broker: ☐

Activity < Prev Next > New Edit Save Cancel Delete Export Mailer Audit Redipients Follow Up

Activity ID: 8976808
 Contact: Brad Christensen
 Company: Pathfinder Mortgage Corp.
 23172 Plaza Pointe Dr, Suite 285
 Laguna Hills, CA 92653-1467

Product:
 Keyword:
 Customer Note:
 CeStar Contact Tobias H. Morrison
 Department: Sales

Method: Email
 Activity Status: Completed
 Date: Tue 1/10/2006 1:30 PM
 Priority: Normal

Activity Notes: Sent proposal

Company 4 of 8, Activity 29 of 62

Ready

Production Database

Kerksek, Sanya
 PE: Entos 1 and 2
 Ver: 6.0.0.0 (2006.01.01)

CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Home Companies List Contacts Activities Pipeline LineItems All Locations AKA Research Info Billing Info CPD Users Logon History Sales Info Usage Trend Map System Info

Company: 284861 Pathfinder Mortgage Corp. 23172 Plaza Pointe Dr, Suite 285 Laguna Hills, CA 92653-1487

Location ID: 284861
 Name: Pathfinder Mortgage Corp.
 Address: 23172 Plaza Pointe Dr, Suite 285 Laguna Hills, CA 92653-1487
 Location Type: Main HQ
 Corporate Headquarters
 Location: Main HQ
 Company Reports To: Main HQ
 Is Hierarchy Locked: No
 Level: 1

Year Founded: 11
 Ticker Symbol:
 Web Site: https://www.pathfindercorp.net/
 Total Employees: 5
 Emps at Location: 5
 Owner Type:
 Country of Origin:
 Business Type: Mortgage Brokers/Finance
 Business Subtype:
 Phone: (949) 455-0766
 Fax: (949) 455-0943
 Business Status: Active

CoStar Market: ORANGE (CALIFORNIA)
 Account Executive:
 Advertising AE:
 Researcher:
 Contract Specialist:
 Collection Analyst:
 Internal Notes: x14
 Is CRE: ☒
 Portfolio:
 Exclude from Power Broker: ☐

Company: 0900816 Brad Christensen Pathfinder Mortgage Corp. 23172 Plaza Pointe Dr, Suite 285 Laguna Hills, CA 92653-1487

Activity ID: 0900816
 Contact: Brad Christensen
 Company: Pathfinder Mortgage Corp. 23172 Plaza Pointe Dr, Suite 285 Laguna Hills, CA 92653-1487
 Activity Notes:

FBI call w/ Watson. Price sensitive. Need to continue to fix via helping out w/ projects.

Product: Quality Call
 Method: Activity Status Completed
 Date: Fri 1/13/2006 6:30 PM
 Priority: Normal

Problem Type: Keyword
 Customer Note: CoStar Contact Tobias H. Morrison
 Department: Sales

Filter: List Jump

Ready Company: 4 of 8, Activity 28 of 62

Production Database

Exhibit C

CR CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Broker Listings Refresh

History

Company 28-861 Pathfinder Mortgage Corp.
23172 Plaza Pointe Dr, Suite 285
Laguna Hills, CA 92653-1487

Location ID 28-861
Name Pathfinder Mortgage Corp.
Address 23172 Plaza Pointe Dr, Suite 285
Laguna Hills, CA 92653-1487

Location Type Main HQ
Corporate Headquarters

Location Company
Reports To

Is Hierarchy Locked

Level

Year Founded
Ticker Symbol
Web Site
Total Employees
Emps at Location
Owner Type
Country of Origin
Business Type
Business Subtype
Phone
Fax
Business Status

Costar Market
Account Executive
Advertising AE
Researcher
Contract Specialist
Collection Analyst
Internal Notes
Is CRE
Portfolio
Exclude from Power Broker

ORANGE (CALIFORNIA)

CoStar Market
Account Executive
Advertising AE
Researcher
Contract Specialist
Collection Analyst
Internal Notes
Is CRE
Portfolio
Exclude from Power Broker

Activity 9024027
Contact Brad Christensen
Company Pathfinder Mortgage Corp.
23172 Plaza Pointe Dr, Suite 285
Laguna Hills, CA 92653-1487

Activity Notes
statused interest in moving forward

Product
Method
Activity Status
Date
Priority

Quality Call
Completed
Wed 3/8/2005
Normal

Problem Type
Keyword
Customer Note
CoStar Contact James Watson
Department Sales

Filter List Jump

Ready Company 4 of 8, Activity 26 of 62

Production Database

CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Refresh Broker Listings History

Home Companies

Company: 284851 Pathfinder Mortgage Corp.
 Location ID: 23172 Plaza Pointe Dr, Suite 285
 Address: Laguna Hills, CA 92653-1487
 Location Type: Main HQ
 Corporate Headquarters
 Location: Corporate
 Reports To: CPD
 Is Hierarchy Locked: Yes
 Level: 1

Year Founded: 11
 Ticker Symbol: http://www.pathfindercorp.net/
 Web Site: 11
 Total Employees: 5
 Emps at Location: 5
 Owner Type: Mortgage Brokers/Finance
 Country of Origin: Business Type
 Business Subtype: Phone: (949) 455-0766
 Fax: (949) 455-0943
 Business Status: Active

CoStar Market: ORANGE (CALIFORNIA)
 Account Executive: Advertising AE
 Researcher: Contract Specialist
 Collection Analyst: Internal Notes: x14
 Is CRE: ☒
 Portfolio: ☐
 Exclude From Power Broker: ☐

Activity: 10165506
 Contact: Brad Christensen
 Company: Pathfinder Mortgage Corp.
 23172 Plaza Pointe Dr, Suite 285
 Laguna Hills, CA 92653-1487
 Activity Notes: checked status

Method: Quality Call
 Activity Status: Completed
 Date: Wed 10/11/2006
 Priority: Normal
 Time: 1:30 PM

Problem Type: Keyword
 Customer Note: CoStar Contact James Watson
 Department: Sales

Ready Company 4 of 8, Activity 22 of 62

Production Database

CoStar Enterprise - Production Database

File Edit View Module Tools Options Help

Search Status Board Refresh Broker Listings Cancel Save Edit New Next Prev Next > History

Company 28-861 Pathfinder Mortgage Corp. 23172 Plaza Pointe Dr, Suite 285 Laguna Hills, CA 92653-1487

Location ID 28-861
Name Pathfinder Mortgage Corp.
Address 23172 Plaza Pointe Dr, Suite 285
Laguna Hills, CA 92653-1487
Location Type Main HQ
Corporate Headquarters
Location Company
Reports To
Is Hierarchy Locked
Level

Year Founded
Ticker Symbol
Web Site
Total Employees
Emps at Location
Owner Type
Country of Origin
Business Type
Business Subtype
Phone
Fax
Business Status

CoStar Market
Account Executive
Advertising AE
Researcher
Contract Specialist
Collection Analyst
Internal Notes
Is CRE
Portfolio
Exclude from Power Broker

ORANGE (CALIFORNIA)

Activity 10647906 Brad Christensen
Contact Brad Christensen
Company Pathfinder Mortgage Corp.
23172 Plaza Pointe Dr, Suite 285
Laguna Hills, CA 92653-1487
Activity Notes not yet, check back in 60

Product
Method
Activity Status
Date
Priority

Quality Call
Completed
Sat 1/20/2007
Normal

Problem Type
Keyword
Customer Note
CoStar Contact James Watson
Department Sales

Filter List Jump

Ready Company 4 of 8, Activity 20 of 62

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Printer name: \\p2print1\QLEGA3600
Time sent: 4:17:15 PM 10/20/2009
Total pages: 1

CoStar Enterprise Production Database

Search Status Board Refresh Broker Listings History

Home Companies

List
Contacts
Activities
Pipeline
Lineitems
All Locations
AKA
Research Info
Billing Info
CPD
Users
Logon History
Sales Info
Usage Trend
Map
System Info

Company

Location ID: 284961
Name: Pathfinder Mortgage Corp.
Address: 23172 Plaza Points Dr, Suite 285
Laguna Hills, CA 92653-1487

Year Founded: 11
Ticker Symbol: http://www.pathfindercorp.net/
Web Site: http://www.pathfindercorp.net/
Total Employees: 11
Emps at Location: 5
Owner Type: Mortgage Brokers/Finance
Country of Origin: Business Type: Business Subtype: Phone: (949) 455-0766 Fax: (949) 455-0943
Business Status: Active

Location Type: Main HQ
Corporate Headquarters
Location Company Reports To: Is Hierarchy Locked: Level

CoStar Market: ORANGE (CALIFORNIA)
Account Executive: Advertising AE: Researcher: Contract Specialist: Collection Analyst: Internal Notes: x14

Is CRE: ☒
Portfolio: ☐
Excludes from Power Broker: ☐

Activity

Activity ID: 12900836
Contact: Brad Christensen
Company: Pathfinder Mortgage Corp.
23172 Plaza Points Dr, Suite 285
Laguna Hills, CA 92653-1487

Activity Notes: Demo for all (OC) with go to meeting. Showed Lead Generation through COMPS (Buyer info, refinancing info) & property (all owners of properties) also showed underwriting through analytics and property lookup on initial property review plus COMPS analytics. Brad liked service in OC as did Arnold in IA. Had to value based on price. Thought the information was really good-mainly contact info, which is what he really is interested in. SD, OC & IA at 981/month/each for 2 users per site (2943), ad 15% for all three offices to see all data info for COMPS & Property at 3,368/month. Other markets at 450/month.

Product: Demo
Method: Activity Status Completed
Start Date: Tue 11/6/2007 5:00 PM
End Date: Tue 11/6/2007 6:00 PM
All Day Event: ☐

Meeting Location: Customer Note: CoStar Contact Tom Rudowicz
Department: Sales

Notes

Activity

Company 4 of 8, Activity 6 of 62

Ready

Production Database

Exhibit C - Page 4 - ...

Welcome to CNDI ...

Inbox - Microsoft O...

Steven J Williams D...

CoStar Enterprise - ...

4:20 PM

Exhibit D

FILE No.984 12/17 '04 17:05 ID:

FAX:

PAGE 1/ 2

*** TRANSMISSION REPORT ***

PRINT TIME 12/14 '04 13:48 ID:

FAX:

U*****2AP 181 J

TIMER=--:--

FILE START MODE

LOCATION

STORE

TX/RX

TOTAL CODE

No. TIME

PAGE

PAGE

TIME

973 12/14 13:47 TX

13012807598

4

4 0

01'13" OK

ERROR PAGE=

TO Ronce Levine
Resend User List

12/17

CONTRACT COVER SHEET



Contract Information

To: David Keyser
From: Tricia Adamson
Account Executive (s): Tricia Adamson
Research Lead:

Fax Number: 301-280-7698

Direct Line:

No. Of Pages Being Faxed: (A)
(Including Cover Page)

Managers Initials: Terry Munoz

Contract Details

Company Name:	Alliance Valuation	Bill To Location ID:	358796
Sales Log Market (s):	National	Site Location ID:	358796
Product Type:	COMPS Professional - Comm/Ind/Res Land		
Business Type:	Appraisal/Valuation		
Total Net New:	0	Total Contract Amount:	4689
One Time Fee:		Number of Users:	11
Implementation Fee:		Escalation:	0%
Website: (For Connect Only)		Existing Customer:	<input type="checkbox"/>
Annual Enhancement(s) Fee: (For Connect Only)		New Customer:	<input type="checkbox"/>

To the best of my knowledge, the Contract and associated forms:

(a) comply with CoStar's current pricing and licensing guidelines	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(b) cover all pertinent personnel and sites in the user and site counts	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(c) are complete and accurate, and do not contain any false information	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(d) do not state Licensees or Authorized Users that should be licensed under a different company	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>

Contract Notes

Notes: Follow up Tand C, please remove from reversal log all paperwork should be complete

12-20-04P12:07 RCVD

First Name	Last Name	Job Title	Phone Number	Phone Ext	Mobile Phone	Email Address
Douglas	Amaro	Appraiser	(949) 955-1919	24		damaro@adelphia.net
Nikki	Bertoni	Appraiser	(949) 955-1919	30		nikkibertoni@cox.net
Brad	Christensen					brad.christensen@cox.net
Mark	Field	Appraiser	(949) 955-1919	22 (949)	230-8590	lmfield@cox.net
Kirsten	Fournier	Assistant	(949) 955-1919	41		kirstenf@lycos.com
Mark	Gautreau	Principal/S	(949) 955-1919	28 (949)	683-2407	markgautreau@cox.net
Russ	Gressett	Appraiser	(949) 955-1919			markgautreau@cox.net
Kathy	Jackson	Assistant	(949) 955-1919	27 (582)	984-9599	ajack5150@aol.com
Cheryl	Kirdzik	Assistant	(949) 955-1919	40		chek72@aol.com
Debra	Lawson	appraiser	(949) 361-3855			markgautreau@cox.net
Marian	Peak	Appraiser	(949) 955-1919	25		marianohn@aol.com
Barbara	Quannle		(949) 955-1919	21		bquannle@yahoo.com
Kathy	Sly	Assistant	(949) 955-1919	28		sly2@cox.net

FAX:

PAGE

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ID:

7 '04 17:05

ACCT CIN

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Exhibit E

C:\CoStar Enterprise - Production Database
 File Edit View Module Tools Options Help
 Search Status Board < Prev Next > Refresh Broker Listings History >

Home Companies Contacts
 List Activities Calendar Company Credentials Prior Comp. Contact Rules Research Info CoStar Info Subscriptions Logon History CPD User Orders Sales Info Usage Trend System Info CoStarAdvisor Pipeline Activities Contracts LineItems Users Prospects Groups Properties Centers Tenants Comps

Contact
 Contact ID: 2058433
 Name: Brad Christensen
 Job Title: Christensen
 Company: Christensen
 Nick Name: Male
 Gender: Male
 Language: Male
 Office Phone: 876 1950
 Fax: 2859 Via Bellota
 Mobile Phone: San Clemente, CA 92673
 Other Phone: moved not longer with Alliance
 Email: Valuation Group, as per Mark Field
 Preferred Contact Method: moved not longer with Alliance
 Best Time To Call: Valuation Group, as per Mark Field
 Alternate Contact: moved not longer with Alliance
 Premium Lease Listings: Valuation Group, as per Mark Field
 Premium Sale Listings: Valuation Group, as per Mark Field
 Care Of: Price As
 Exclude From Email: ☐
 Exclude From Fax: ☐
 Exclude From Mail: ☐
 Product User: ☐
 Internal Notes:

Image
 Loading Screen

Filter List Jump

Activity
 Activity ID: 8761950
 Contact: Brad Christensen
 Company: Alliance Valuation Group
 Activity Notes: moved not longer with Alliance
 Method: Prospecting
 Activity Status: Completed
 Date: Mon 12/12/2005
 Priority: Normal
 Problem Type: Keyword
 Customer Note: CoStar Contact Tricia A Adamson
 Department: Sales

Ready Contact 1 of 1, Activity 1 of 17